

ER 86 1457X

ROUTING AND TRANSMITTAL SLIP

Date
7 APR 86

EXECUTIVE SECRETARIAT
ROUTING SLIP

DDA Subj

TO: (Name, office symbol, room number, building, Agency/Post)		Initials	Date
1.	DIRECTOR OF INFORMATION TECHNOLOGY		
2.			
3.			
4.			
5.			
Action		File	Note and Return
Approval		For Clearance	Per Conversation
As Requested		For Correction	Prepare Reply
Circulate		For Your Information	See Me
Comment		Investigate	Signature
Coordination		Justify	

TO:		ACTION	INFO	DATE	INITIAL
1	DCI				
2	DDCI				
3	EXDIR				
4	D/ICS				
5	DDI				
6	DDA	X			
7	DDO				
8	DDS&T				
9	Chm/NIC				
10	GC				
11	IG				
12	Compt				
13	D/OLL				
14	D/PAO				
15	D/PERS				
16	VC/NIC				
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18					
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22					
SUSPENSE					
				Date	

REMARKS

DDA REGISTRY
FILE: 45-1

PLEASE HANDLE AS APPROPRIATE.

Remarks Attached for appropriate disposition along with the one dollar bill.

STAT
STAT

DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances and other administrative actions.

FROM	Room No.—Bldg.
	Phone No.

Executive Secretary

4 Apr 86
Date

3637 (10-81)

Executive Registry

PACE RESEARCH AND ANALYSIS, INC.

37 WEST 47th STREET
NEW YORK, NEW YORK 10036

86- 1457x

DDA/REG
LOGGED

March 1986

Dear Systems Integration Professional:


In the past few years, the information processing and systems integration services industry has experienced unprecedented growth. One important consequence of this growth has been the development and introduction of increasingly sophisticated equipment and processes. All too often, however, these innovations simply reflect what suppliers *think* the industry needs — rarely do they represent the expressed needs of the people who actually specify, select, and evaluate these systems.

This survey offers you the opportunity to voice your opinions about different suppliers of information processing and systems integration services equipment and processes.

Please take the few minutes needed to complete this questionnaire and return it in the enclosed, stamped reply envelope (the number on the envelope is used to prevent you from getting a duplicate questionnaire). Our promise: The information you provide will be used only in statistical combinations with that of other respondents. Most important, your responses will go a long way towards improving the products you use and need.

The dollar below expresses our appreciation for your involvement in this research.

Thank you,


Donald Pace, Ph.D.
PresidentDCI
EXEC
REG

PACE RESEARCH AND ANALYSIS, INC.

March 1986

INFORMATION PROCESSING/SYSTEMS INTEGRATION SERVICES SURVEY

1. Please check the statements below which best describe how you are personally involved in your agency's/ organization's decisions regarding the specification and selection of information processing and/or systems integration services. *Please check all that apply.*

- ☐ Determine the need
☐ Establish product/service specifications
☐ Evaluate suppliers' proposals
☐ Recommend supplier(s)
☐ Approve or make final supplier selection
☐ Evaluate supplier/product performance
☐ Other involvement (*Please describe*):

(5)

- ☒ Do not get involved at all

2. How important is each of the following factors when you (or your organization) evaluate a source from which to purchase information processing and/or systems integration services? *Please check one box for each factor.*

	Usually A Major Factor	Usually A Minor Factor	Not Usually A Factor	
Supplier's reputation	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	(6)
State-of-the-art technology	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	(7)
Innovative solutions	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	(8)
Delivery when promised	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	(9)
Quality of management	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	(10)
Research and Development capabilities	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	(11)

3. How familiar are you with the information processing and systems integration services, products, and capabilities offered by each of the following companies? *Please check one box for each company listed.*

I KNOW THE COMPANY:

	Extremely Well	Well	Moderately Well	Hardly At All	Never Heard of the Company	
Computer Science Corp	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	(12)
Electronic Data Systems	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	(13)
Grumman Data Systems	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	(14)
Planning Research Corp.	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	(15)
Science Application International	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	(16)
Systems Development Corp.	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>	(17)

4. Please answer Question 4 for each of the companies with which you are at all familiar.

We'd like you to use the rating scale shown below to tell us your **overall impression** of the systems integration services suppliers that you are familiar with. The scale ranges from a low of 0.0 ("very poor") to 10.0 ("excellent, highest rating"). You may, of course, use any value between for a particular company on a particular attribute.

**Excellent,
Highest Rating** **Average
Rating** **Very Poor,
Lowest Rating**

[10] [9] [8] [7] [6] [5] [4] [3] [2] [1] [0]

Computer Science Corp. Electronic Data Systems Grumman Data Systems Planning Research Corp. Science Application International Systems Development Corp.

Your Overall Impression . . .

(18)

(19)

(20)

(21)

(22)

(23)

5. Using the same rating scale, please rate each of the companies with which you are at all familiar on each of the attributes shown below.

Excellent, Highest Rating					Average Rating		Very Poor, Lowest Rating				
[10]	[9]	[8]	[7]	[6]	[5]	[4]	[3]	[2]	[1]	[0]	

FOR CLASSIFICATION PURPOSES ONLY: Please keep in mind that these questions are asked for classification purposes only; your responses will be used only in combination with those of other respondents.

8. Which of the following publications do you read regularly (i.e., 3 out of 4 issues)? Please check all that apply.

- | | |
|--|---|
| <input type="checkbox"/> 1 Air Force | <input type="checkbox"/> 7 NASA Tech Briefs |
| <input type="checkbox"/> 2 Army | <input type="checkbox"/> 8 National Defense |
| <input type="checkbox"/> 3 Commercial Space | <input type="checkbox"/> 9 Sea Power |
| <input type="checkbox"/> 4 Defense Electronics | <input type="checkbox"/> 0 Signal |
| <input type="checkbox"/> 5 Defense Science and Electronics | <input type="checkbox"/> x U.S. News & World Report |
| <input type="checkbox"/> 6 Military Logistics | <input type="checkbox"/> y U.S. Naval Institute Proceedings |
| | <input type="checkbox"/> None of the above |

(62)

9. Which of the following best describes the industry in which you work? Please check only one.

- ☐ 1 Agriculture/Mining/Construction
- ☐ 2 Manufacturing
- ☐ 3 Wholesale/Retail Trade
- ☐ 4 Finance/Insurance/Real Estate
- ☐ 5 Transportation/Public Utilities
- ☐ 6 Business Services
- ☐ 7 Government (Non-military)
- ☐ 8 Military
- ☐ Other _____

(Please Specify)

(63)

10. And what is your job title, profession, or rank?

Job Title, Profession, Rank

(64)

(65-66)

THANK YOU VERY MUCH FOR YOUR TIME AND THOUGHTFUL ANSWERS!